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HHS Pulse

"Keep America Healthy...Invest in a Small Business"

Volume 5 Issue 10

Message from the Director



Debbie Ridgely - OSDBU Director

Happy summer! We are concluding our second round of orientations to senior level acquisition and program office personnel on the findings and recommendations from the Small Business Climate Assessment. The recommendations we institute will have a positive impact on awarding more contracts to small businesses. We must maintain a Small Business "friendly" environment at HHS. Our small business success story features a mid-size business (Apptis) that has successfully mentored several small businesses. One is Genova at the Centers for Medicare and Medicaid Services (CMS) in the area of IT services and also ITS Solutions who provides infrastructure support for the Food and Drug Administration (FDA). The key to success is the strategic partnerships that are developed between the companies. As we move into the final quarter of the Fiscal Year, emphasis remains on the Service-Disabled Veteran and the HUBZone programs. We need the support and cooperation from all stakeholders to make the SB Program a success.

[Director's Message in Spanish](#)

HHS OSDBU Climate Assessment

In 2006, the U.S. Department of Health and Human Services (HHS), Office of Small and Disadvantaged Business Utilization (OSDBU) procured the services of NatCom Marketing (NatCom), an 8(a) firm to conduct a Climate Assessment Study (Study) of HHS' Small Business Program.



The assessment will impact HHS' acquisition community for many years. HHS contractors, program and contracting officials and small business specialists were interviewed to obtain a valid cross section of viewpoints about the HHS Small Business Program.

At the conclusion of the Study, NatCom briefed the HHS Deputy Secretary and other senior management officials. The Deputy Secretary wrote that he believed the findings and recommendations to be "eye-opening" and asked that each Operating Division receive similar briefings.

To support the Department's efforts to award more contracts to small businesses, the Deputy Secretary's office asked that

briefings be given to senior level acquisition and program office personnel.

The OSDBU has already witnessed the impact of the Study. An example is the Centers for Medicare and Medicaid Services (CMS), which doubled its percentage of awards to small businesses.



In May 2007, the Food and Drug Administration (FDA) sponsored a small business outreach activity geared exclusively toward Historically Underutilized Business Zone (HUBZone) and Service Disabled Veteran-Owned (SDVOSB) small businesses for non-Information Technology services.

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Web Sites to Bookmark

HHS Know Net Small Business Site
www.knownet.hhs.gov/smallbus

Federal Business Opportunities
www.fedbizopps.gov

General Services Administration
www.gsa.gov

SBA Government Contracting and Business Development
www.sba.gov/gcbd/

Small Business Administration
www.sbaonline.sba.gov

Central Contractor Registration
www.ccr.gov

Government Blue Pages Online Directory
www.usbluepages.gov

Excluded Parties List System
epls.arnet.gov

Women-Owned Businesses Links:

National Association of Women Business Owners
www.nawbo.org

Small Business Administration: Contract Assistance for Women Business Owners
www.sba.gov/GC/indexprograms-cawbo.html

Women's Business Center, Inc.
www.womensbusinesscenter.org

Women Impacting Public Policy
www.wipp.org



HHS OSDBU Climate Assessment Cont.

Additionally, FDA is the first and only HHS Operating Division to achieve a "Green" status in all of the small business categories.

Also in May the National Institutes of Health (NIH), National Cancer Institute (NCI) hosted a small business and Minority Serving Institutions (MSI) outreach activity. Training was conducted and NCI program and acquisition officials met with interested vendors.

The Climate Assessment Study briefings have been a catalyst for discussion and action. In Fiscal Year 2008, its recommendations will be used to further refine internal and external training to increase HHS staff awareness of the Small Business Program and to educate vendors/contractors on the HHS acquisition process.

Apptis Successfully Mentors Small Businesses

Founded in 1983 as a provider of network support services to government agencies, Apptis, was formerly known as PlanetGov. At that time, the company was a small business. Having made the transition from small to large business, it is reaching back to small businesses in order to mentor them. Two Success stories are Genova Technologies and ITS.

Apptis and Genova: Improving CMS Excellence!

Genova Technologies is a woman-owned business that provides IT Consulting and Project contracting. Several years ago Genova Technologies began to foster the groundwork for gaining access to the government's IT business by demonstrating the company's ability to leverage skilled engineers and IT resources.

By winning one small task at a time, the company proved its value to CMS. Genova was granted an evergreen Blanket Purchase Agreement (BPA) for engineering, management and training that is useable across HHS.

As Genova continued to grow the account at CMS, it inevitably reached the point where additional resources were needed in the form of short-term staffing. Genova leveraged past networking contacts and found a partner in a mid-sized company that had past performance in the CMS environment. Apptis (who acquired SETA, another small business) successfully reached into the organization for short term staffing and supported Genova Technologies in delivering the services at CMS.

The project involved a number of subcontractors with varying degrees of quality control and quality assurance backgrounds.

Only one of the existing subcontractors had CMMI certification. Genova was tasked with helping the other subcontractors implement a Quality Assurance Plan that would 'raise the bar' of quality performance in their services and products.

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Apptis Successfully Mentors Small Businesses Cont.

As a partner, Apptis consultants supported Genova in aiding these subcontractors to develop a custom quality assurance plan that suited the type of work and the available resources. This in turn helped Genova focus more on existing project tasks. The end result is now the subcontractors have an auditable quality process and CMS is ensured higher quality services, delivered on schedule. Contact Ann Fleckenstein at: ann.fleckenstein@genovatech.com

It also allowed the FDA to obtain increased levels of work performance and efficient financial performance. For more information, please contact Doug Kollme, Chief Financial Officer.

Apptis: Partnering to Leverage Small Business

Apptis' supplier diversity program develops relationships with small businesses.



Apptis and ITS: Partnering to Bolster Efficiency at FDA

A strategic partnership between Apptis and ITS Solutions, LLC helped ITS develop a technical approach and promote its competencies to the FDA stakeholders. This strategy allowed ITS to enhance its service offerings and achieve a major win as the prime contractor with Apptis as a subcontractor, providing infrastructure support to the FDA.

As a result of the award to the ITS team, the FDA was able to consolidate several small business contracts and maintain the work under the small business award.

It forms strategic alliances, mentors and partners based on the client's requirements and the targeted opportunities.

Apptis is a medium-sized company providing IT solutions and services throughout the federal government with more than 300 dedicated healthcare professionals and 1200 subject matter experts in business intelligence, performance, configuration and Earned Value Management. For more information, please contact Joyce Hunter joyce.hunter@apptis.com.

For more information on the firm visit: www.apptis.com



Events Calendar

August 14 - 15, 2007

2007 Navy Gold Coast Business Opportunities Conference

San Diego Convention Center
San Diego, CA

<http://2007goldcoast.ndia-sd.org/>

August 29 - 31, 2007

Minority Enterprise Development Week

Washington, DC

September 11 - 12, 2007

Houston Expo 2007

George R. Brown Convention Center, Houston, TX

September 13 - 14, 2007

25th Annual National MED Week Conference

Omni Shoreham Hotel,
Washington, DC

www.medweek.gov

September 17 - 19, 2007

WIPP Annual Conference & Meeting

Renaissance Mayflower Hotel,
Washington, DC

www.wipp.org

September 19 - 22, 2007

28th Annual USHCC National Conference and Business Expo

Caribe Hilton & San Juan Convention Center,
San Juan, Puerto Rico

www.ushcc.com

Contracting Opportunities

NAICS	Product or Service Description	Est. \$ Range	Quarter	Set-Aside	Full & Open	Point of Contact
2371	Resource Center for Primary Care Research Networks	D	4		X	Gayle McClelland 301-427-1783
2371	Statistical, Analytical, Methodological Support and Technical Assistance	B	4		X	Allyson Brown azs4@cdc.gov
2371	Adult Vaccines	E	4		X	Teleasia Brown tdc0@cdc.gov
2371	2006/2007 Influenza Vaccine	E	4		X	Teleasia Brown tdc0@cdc.gov
2371	Environmental Public Health Tracking Conference	A	4	SB	X	Carlos Smiley anx3@cdc.gov
3111	IOM Workshop	A	4	TBD	X	Gary Morgan GLM5@cdc.gov
3222	Financial Accounting Support	B	4	TBD	X	Christine Pettie CNP9@cdc.gov
3222	BRFSS Conference Support	A	4		X	Dorothy Reed-Penix DFR9@cdc.gov
5416	DACH Support Services	A	4	SB	X	Carlos Smiley anx3@cdc.gov
5418	NCCDPHP Cost Share	A	4	TBD	X	Not Available
236220	Implementation Materials for Guidelines on CTR in Non-Medical Settings	A	4	TBD	X	Not Available
238210	NCCDPHP Cost Share	A	4	SB	X	Carlos Smiley anx3@cdc.gov
238210	DACH Support Services	A	4	TBD	X	Not Available
238220	DACH Support Services	B	4	TBD	X	Not Available
325414	DACH Support Services	B	4	TBD	X	Not Available
3254141	Cisco Maintenance	B	4		X	Not Available
334111	EHDI Professional and Consultation Services	B	4		X	Not Available
484210	Design and Development of CBO Behavioral Outcomes Monitoring (MSM)	C	4		X	Not Available
518210	Gemonics Project	C	4		X	Not Available
518210	Cross Division Contracts for Synthesis, Equipment, Procurement, Service Agr, Data Analysis	C	4		X	Not Available
522110	Minority Aids Research Initiative	C	4		X	Not Available
524114	Design and Development of PERB Analysis Environment	C	4		X	Not Available
524114	Research in Occupational Safety and Health	C	4		X	Not Available
524114	New Contracts to Support NIOSH Research Efforts	C	4		X	Not Available
524292	PEMS Maintenance, Support and Management of Application	D	4		X	Dale Defilipps ded3@cdc.gov
531512	APP Ref. #: 70859 Nat'l Quality Assurance & Training Contract to Support CCCS	C	4	8(a)	8(a)	SBForecast@cms.hhs.gov
541310	APP Ref. #: 70128 Internal & External Website Support Services	D	4	TBD	TBD	
541310	APP Ref. #: 70135 1-800-Support Services	B	4	TBD	TBD	
541380	APP Ref. #: 70142 Formulary Review	A	4	TBD	TBD	
541511	APP Ref. #: 70409 Asian American Pacific Island (AAPI) Campaign	B	4	TBD	Yes	
541511	APP Ref. #: 70526 MCCAPPS Software Development (No Year Remainder)	C	4	No	Yes	
541511	APP Ref. #: 70662 DA/DAB Recompete	E	4	8(a)	No	
541511	APP Ref. #: 70644 Solaris Servers	B	4	TBD	Yes	
541511	APP Ref. #: 70528 Program Management Support	A	4	TBD	Yes	
541512	APP Ref. #: 70752 Scope/Severity (Contractor Survey Development)	A	4	8(a)	No	
541519	APP Ref. #: 70125 Waiver Database	A	4	HZ, SDVOSB and 8(a)	No	SBForecast@cms.hhs.gov
541519	APP Ref. #: SDLC for Personal Health Records	C	4	8(a)	No	
541519	MIS Contractor for OFA Grants	C	4	8(a)		Michelle Edwards 301-443-6412 Michelle.edwards@psc.hhs.gov
541611	APP Ref. #: 70692 CMS 64 Report	C	4	8(a)	No	SBForecast@cms.hhs.gov
541611	APP Ref. #: 70760 Implement Improved Survey Process	C	4	8(a)	No	
541611	APP Ref. #: 70767 HHA Survey Evaluation	B	4	HZ, SDVOSB and 8(a)	No	
541611	APP Ref. #: 70770 Understanding Survey Evaluation	A	4	HZ	No	
541611	APP Ref. #: 70793 Management Information System	D	4	HZ, SDVOSB and 8(a)	Yes	
541611	APP Ref. #: 70794 Testing Auditing Work	C	4	HZ, SDVOSB and 8(a)	No	
541611	APP Ref. #: 70795 State Plan Amendments	C	4	SB	Yes	

Contracting Opportunities continued

NAICS	Product or Service Description	Est. \$ Range	Quarter	Set-Aside	Full & Open	Point of Contact
541611	APP Ref. #: A/B Mac Jurisdiction 4	E	4	No	Yes	SBForecast@cms.hhs.gov
541611	APP Ref. #: A/B Mac Jurisdiction 5	E	4	No	Yes	
541611	APP Ref. #: A/B Mac Jurisdiction 12	E	4	No	Yes	
541611	APP Ref. #: A/B Mac Jurisdiction 1 Cycle 1 RFP2	E	4	No	Yes	
541611	APP Ref. #: A/B Mac Jurisdiction 1 Cycle 2 RFP2	D	4	No	Yes	
541611	APP Ref. #: A/B Mac Jurisdiction 1 Cycle 7 RFP2	C	4	No	Yes	
541611	APP Ref. #: A/B Mac Jurisdiction 1 Cycle 13 RFP2	E	4	No	Yes	
541611	APP Ref. #: 70213 Bank Consolidation	D	4	No	Yes	Kevin McGowan 301-443-0708 Kevin.mcgowan@psc.hhs.gov
541611	ANA On-Site Program Support	D	4	8(a) Competitive		
541612	APP Ref. #: 70218 Train the Trainer (for Training to Providers)	C	4	SB	Yes	SBForecast@cms.hhs.gov
541618	APP Ref. #: 70467 HCPCS (Database Overhaul)	B	4	SB	Yes	
541618	APP Ref. #: 70335 Retroactive Payment Validation MOBIS	C	4	HZ, SDVOSB and Small 8 (a)	No	
541618	APP Ref. #: 70450 Training Program Evaluation and Professional Development GSA AIM	A	4	HZ, SDVOSB and Small 8 (a)	No	Kevin McGowan 301-443-0708 Kevin.mcgowan@psc.hhs.gov
541618	Training & Technical Assistance for Native American Contracts in Region IV	C	4		X	
541618	Support for the Office on Disability's National Initiatives	A	4	SB		Chris Ganey 301-443-4379 Christopher.ganey@psc.hhs.gov
541618	Technical and Program Management Support for Office on Disability	A	4		X	Chris Ganey 301-443-4379 Christopher.ganey@psc.hhs.gov
541690	APP Ref. #: 70860 Surveyor Training	A	4	HZ, SDVOSB and Small 8 (a)	No	SBForecast@cms.hhs.gov
541690	APP Ref. #: 70256 Succession Planning GSA Schedule	A	4	HZ, SDVOSB and Small 8 (a)		
541690	Evaluation of Demonstrations Designated to Promote Employment and Self Sufficiency	E	4		X	Allison Ford 301-443-0101 Allison.ford@psc.hhs.gov
541690	Repair and Renovation of Buildings 1 & 10, San Juan, PR	A	4	8(a)		Athanasia Mantzouranis 301-827-9811 Athanasia.mantzouranis@fda.gov
541710	Facility Condition Assessments for FDA Owned Facilities (Dauphin Island, WEAC, MODI, and Beltsville Research Facility)	A	4	8(a)		
541710	Design to Repair and Renovation of Building 8 and 11, San Juan, PR	A	4	8(a)		ORPS – Jefferson, Arkansas Dr. William Hinson 870-543-7598 william.hinson@fda.hhs.gov
541710	Replace Air Handling Unit 1, and Exhaust Fan	A	4	SDVOSB		
541710	Fire Alarm Systems Building 5, 51, 60	A	4	TBD		John Bercier or Carol Johnson 605-226-7567
541710	Fire Alarm Systems Building 53 & 62	A	4	TBD		
541720	Sewer Main Upgrade	B	4	Buy Indian		
541720	Water Main Extension	B	4	Buy Indian		
541720	Rural Water Extensions	B	4	Buy Indian		Judy Begay 602-364-5011 judy.begay@ihs.gov
541720	Upgrade of Existing Wastewater Facility	B	4	Buy Indian		
541720	Booster Station and Waterlines	B	4	Buy Indian		Chris Belt 301-594-5915 cbelt@cc.nih.gov
541720	Teleradiology Services	B	4	SB		
541720	Moving Services	B	4	8(a)		Charles Lemer 301-435-3831 C174r@nih.gov
541810	Laundry Services	C	4	SB		
541990	Call Center Services	C	4	SB		Sharon Miller 301-435-3783 sm103r@nih.gov
541990	Technical Support Services for DCCPS	D	4	SB		
541990	Interdisciplinary Investigation of Occupational Cancer	D	4		X	Lisa Hill 301-435-0346 hill1@mail.nih.gov
541990	DNA, RNA, Translymphocytes & Lymphoblastoid Lines for Genetic Studies	D	4		X	
541990	Radiation & Related Studies	E	4		X	
541990	Innovative Therapies for Rheumatic and Skin Diseases	C	4		X	
541990	Support Center for CTSAs	E	4		X	

Contracting Opportunities

NAICS	Product or Service Description	Est. \$ Range	Quarter	Set-Aside	Full & Open	Point of Contact
541990	Development of Animal Models and Assays for Plague Vaccine	E	4		X	David Lisle 310-451-2617 dlisle@niaid.nih.gov
541990	Malaria Vaccine Production & Support Services	E	4		X	Amy Siller 301-496-6424 asiller@niaid.nih.gov
541990	NIAID Influenza Research Centers of Excellence	E	4		X	Carl Newman 301-496-8371 cnewman@niaid.nih.gov
541990	Development of Therapeutic Agents for Selected Bacterial Diseases	E	4		X	
541990	In Vitro Resources for AIDS Therapeutics Development	E	4		X	Nancy Hersy 301-496-0193 nhersy@niaid.nih.gov
541990	Management of Information Resources on Therapeutic Agents to HIV and Opportunistic Infections	D	4	SB		Jill Johnson 301-451-6396 JMJohnson@niaid.nih.gov
541990	Immunology Quality Assessment Program	E	4		X	Elizabeth Shanahan 301-496-0612 eshanahan@niaid.nih.gov
541990	Allergen and T-Cell Reagent Resources for the Study of Allergic Diseases	C	4		X	Lisa Coleman 301-451-3682 lcoleman@niaid.nih.gov
541990	NIH Tetramer Facility	B	4		X	Aglae Cantave 301-496-0612 acantave@niaid.nih.gov
541990	Foundation Colony for Mice	E	4	SB		Michele Pearlman 301-402-5644 mpearlman@niaid.nih.gov
541990	Characterization and Safety Testing of Retrovirus Vaccines	D	4		X	Ivan Hernandez 301-402-6954 ihernandez@niaid.nih.gov
541599	Emergency Travel Support	D	4	8(a)		Don Hadrick 301-443-3459 don.hadrick@psc.hhs.gov
541990	Head Start Program Enhancement Research Project	E	4		X	Paula Conner 301-443-1198 paula.conner@psc.hhs.gov
564540	Operation and Maintenance of the IRF Facility	E	4		X	Alex Kramer 301-402-6835 akramer@niaid.nih.gov
561421	Technology Transfer	E	4		X	LaDonna Stewart 301-451-8117 lstewart@niaid.nih.gov
561618	Mobile Clinic	C	4			Brian O'Laughlin 301-443-6677
561618	National Health Information Trial Network Implementation	D	4	Partial SB Set-Aside		Paula Conner 301-443-1198 paula.conner@psc.hhs.gov
561720	Tech Support Constituency Outreach-Research Dissemination (NOIDA-71132)	C	4	8(a)	X	Pedro Godinez 301-443-6677 pg186o@nih.gov
611430	Pharmacokinetic Analysis Resource Center	C	4		X	Curt Pospisl 301-443-6677 gpl9v@nih.gov
621498	Rodent Production and Disease Monitoring	D	4	SB		Colette Malone 919-541-0428 Malonev@niehs.nih.gov
621498	Knock-out Mouse	A	4		X	Patrick Barbour 919-541-7596 barbourp@niehs.nih.gov
621498	Center for Evaluation of Risk to Human Reproduction	D	4		X	Juanita Campbell 919-541-7893 campbellj@niehs.nih.gov
621512	Superfund Basic Research Science	C	4			James Patterson 919-541-7821 patters1@niehs.nih.gov
621999	Information and Technology Support Services	C	4			
624110	Division of Unaccompanied Children's Services Field Coordination Program	D	4		X	Lauren Wolf 301-443-0058 Lauren.wolf@psc.hhs.gov



Visit the following Web site for
instructions on how to utilize
these contracting opportunities:
www.hhs.gov/osdbu/publications/forecast.html